



WSFA
12 East Delano Ave.
Montgomery, AL 36105
(334) 288-1212

www.wsfa.com

And:

PinPoint Media, Inc (B)
1707 Osage St, Ste 103
Alexandria, VA 22302

CONTRACT

<u>Contract / Revision</u> 1793305 /		<u>Alt Order #</u> 08759552
<u>Product</u> STRANGE for Senate		
<u>Contract Dates</u> 08/04/17 - 08/07/17		<u>Estimate #</u> 809
<u>Advertiser</u> POL/Strange, Luther/R/Senator/AL		<u>Original Date / Revision</u> 08/09/17 / 08/09/17
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> WSFA	<u>Account Executive</u> Ryan Eddins	<u>Sales Office</u> HRP-Washingto
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>Agv Code</u> 9915283	<u>Advertiser Code</u> 62	<u>Product 1/2</u> 78
<u>Agency Ref</u>		<u>Advertiser Ref</u>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
1	WSFA	08/04/17	08/04/17	ALABAMA LIVE @ 11A	11-1130Am		:30				NM	1	\$30.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/31/17	08/06/17	----1--				1	\$30.00				
2	WSFA	08/04/17	08/04/17	ALABAMA LIVE @ 1130AM	1130A-12P		:30				NM	1	\$30.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/31/17	08/06/17	----1--				1	\$30.00				
3	WSFA	08/04/17	08/04/17	WSFA 12 News at Noon	12-1230pm		:30				NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/31/17	08/06/17	----1--				1	\$100.00				
4	WSFA	08/04/17	08/04/17	JUDGE JUDY 1ST RUN	330-4p		:30				NM	1	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/31/17	08/06/17	----1--				1	\$60.00				
5	WSFA	08/04/17	08/04/17	WSFA 12 NEWS AT 4PM	M-F 4-430P		:30				NM	1	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/31/17	08/06/17	----1--				1	\$60.00				
6	WSFA	08/04/17	08/04/17	WSFA 12 NEWS AT 4PM	M-F 430-5P		:30				NM	1	\$75.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/31/17	08/06/17	----1--				1	\$75.00				
7	WSFA	08/04/17	08/04/17	WSFA 12 News at Five	5-530pm		:30				NM	1	\$185.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/31/17	08/06/17	----1--				1	\$185.00				
8	WSFA	08/04/17	08/04/17	Today in Alabama 530a	528am-6am		:30				NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/31/17	08/06/17	----1--				1	\$100.00				
9	WSFA	08/04/17	08/04/17	WSFA 12 News at Six - MF	6-630pm		:30				NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/31/17	08/06/17	----1--				1	\$350.00				
10	WSFA	08/04/17	08/04/17	Today In Alabama	6a-7a		:30				NM	1	\$175.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/31/17	08/06/17	----1--				1	\$175.00				

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Contract / Revision	Alt Order #
1793305 /	08759552

Contract Dates	Product	Estimate #
08/04/17 - 08/07/17	STRANGE for Senate	809

Advertiser	Original Date / Revision
POL/Strange, Luther/R/S	08/09/17 / 08/09/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
11	WSFA	08/04/17	08/04/17	NBC Today Show	7-9am		:30				NM	1	\$115.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/31/17	08/06/17	----1--				1	\$115.00				
12	WSFA	08/04/17	08/04/17	NBC Today 2	9-10am		:30				NM	1	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/31/17	08/06/17	----1--				1	\$50.00				
13	WSFA	08/07/17	08/07/17	ALABAMA LIVE @ 11A	11-1130Am		:30				NM	1	\$30.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/07/17	08/13/17	1-----				1	\$30.00				
14	WSFA	08/07/17	08/07/17	ALABAMA LIVE @ 1130AM	1130A-12P		:30				NM	1	\$30.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/07/17	08/13/17	1-----				1	\$30.00				
N 15	WSFA	08/07/17	08/07/17	WSFA 12 News at Noon	12-1230pm		:30				NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/07/17	08/13/17	1-----				1	\$100.00				
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>		<u>Type</u>		
	1	WSFA	08/07/17-08/13/17	WSFA 12 News at Noon	12-1230pm	M-----	:30		\$100.00		NM		
			Credited										
16	WSFA	08/07/17	08/07/17	JUDGE JUDY 1ST RUN	330-4p		:30				NM	1	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/07/17	08/13/17	1-----				1	\$60.00				
17	WSFA	08/07/17	08/07/17	WSFA 12 NEWS AT 4PM	M-F 4-430P		:30				NM	1	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/07/17	08/13/17	1-----				1	\$60.00				
18	WSFA	08/07/17	08/07/17	WSFA 12 NEWS AT 4PM	M-F 430-5P		:30				NM	1	\$75.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/07/17	08/13/17	1-----				1	\$75.00				
19	WSFA	08/07/17	08/07/17	WSFA 12 News at Five	5-530pm		:30				NM	1	\$185.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/07/17	08/13/17	1-----				1	\$185.00				
20	WSFA	08/07/17	08/07/17	Today in Alabama 530a	528am-6am		:30				NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/07/17	08/13/17	1-----				1	\$100.00				
21	WSFA	08/07/17	08/07/17	WSFA 12 News at Six - MF	6-630pm		:30				NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/07/17	08/13/17	1-----				1	\$350.00				
22	WSFA	08/07/17	08/07/17	Today in Alabama	6a-7a		:30				NM	1	\$175.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/07/17	08/13/17	1-----				1	\$175.00				
23	WSFA	08/07/17	08/07/17	NBC Today Show	7-9am		:30				NM	1	\$115.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/07/17	08/13/17	1-----				1	\$115.00				
24	WSFA	08/07/17	08/07/17	NBC Today 2	9-10am		:30				NM	1	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/07/17	08/13/17	1-----				1	\$50.00				
25	WSFA	08/05/17	08/05/17	NBC Saturday Today Show	6-8am		:30				NM	1	\$45.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/31/17	08/06/17	-----1-				1	\$45.00				

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<u>Advertiser</u> POL/Strange, Luther/R/S		<u>Original Date / Revision</u> 08/09/17 / 08/09/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
26	WSFA	08/06/17	08/06/17	NET NBC Sunday Today Shc7-8a			:30				NM	1	\$45.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/31/17	08/06/17	-----1				1	\$45.00				
N 27	WSFA	08/06/17	08/06/17	NET NBC Meet The Press	8-9a		:30				NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/31/17	08/06/17	-----1				1	\$45.00				
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>		<u>Type</u>		
	1	WSFA	07/31/17-08/06/17	NET NBC Meet The Press	8-9a	-----Su	:30		\$45.00		NM		
	Credited												
N 28	WSFA	08/06/17	08/06/17	WSFA News Sunday AM	9-930a		:30				NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/31/17	08/06/17	-----1				1	\$20.00				
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>		<u>Type</u>		
	1	WSFA	07/31/17-08/06/17	WSFA News Sunday AM	9-930a	-----Su	:30		\$20.00		NM		
	Credited												
29	WSFA	08/04/17	08/04/17	WSFA 12 News at Ten - MF	10-1035pm		:30				NM	1	\$275.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/31/17	08/06/17	----1--				1	\$275.00				
30	WSFA	08/04/17	08/04/17	INSIDER, THE	130-2p		:30				NM	1	\$30.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/31/17	08/06/17	----1--				1	\$30.00				
31	WSFA	08/07/17	08/07/17	Today in Alabama 430am	430-5a		:30				NM	1	\$5.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/07/17	08/13/17	M-----				1	\$5.00				
Totals								0.00				28	\$2,960.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
07/31/17 - 08/07/17	28	\$2,960.00	(\$444.00)	\$2,516.00
Totals	28	\$2,960.00	(\$444.00)	\$2,516.00

Signature: _____ **Date:** _____

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REP: TEL# 703-528-9387 FAX# 703-516-9680
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM STATION AUG9/17 13.21
\$\$\$ MOD# 1: APPROVED REV #1 \$\$\$ *** WSFA-TV ***

REP HEADLINE# 8759552 TRF# 1793305
ADV # ADV. NAME POLI/L STRANGE/R/SEN/AL REP. # OFF. # SALESMAN #

AGY # AGY. NAME PINPOINT MEDIA BUYER NAME DANETTE SEGROVES

1707 OSAGE STREET SUITE 103 SALES PRSN WA- RYAN EDDINS (H)

ALEXANDRIA, VA 22302

ORDER # CONTRACT # 8759552 CLASS: NATL. LOCAL REGIONAL

PRDCT STRANGE FOR SENATE EST#809 COMMENTS: (LINE, ORDER, INVOICE)

FLIGHT DATES AUG4/17 AUG7/17 WK-1

CITY TAX STATE TAX CO-OP BILLING NEEDED DATE AUG9/17 13.21

REP: REVISED ORDER
CANCELLED LINES 15,27-28 DUE TO NO AVAILS
PREVIOUS TTL \$3,125
REVISED TTL, \$2,960
\$165 IS MOVING TO HDLN: 8709730
PLS CONFIRM
THANKS JASMINE FOR RYAN

CON CM ***** THIS IS A CASH IN ADVANCE SCHEDULE *****
ELECTRONIC INVOICING:
SPOT DATA - IDB# 1886.
TV INVOICES - IDB# 9915283.

NOTICE: CHANGES OF THIS ORDER HAVE BEEN APPROVED. CONTRACT SCHEDULED FOR GENERATION
CONTRACT TOTAL \$2,960.00
TOTAL SPOTS 28

STRANGE FOR SENATE
STRANGES OF THIS ORDER HAVE BEEN APPROVED. CONTRACT SCHEDULED FOR GENERATION